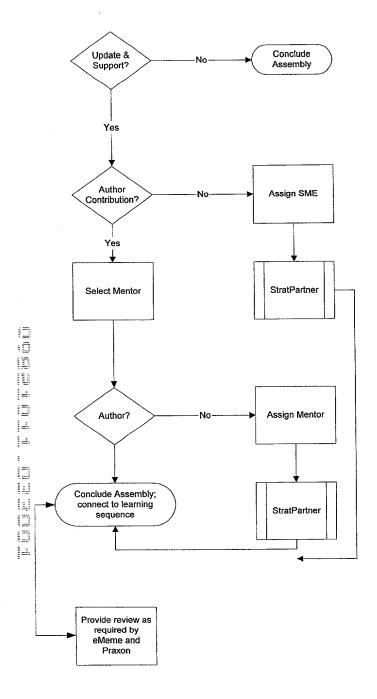


Figure 8



Start PAL

Figure 9

| еМете<br>Туре      | Topic or<br>eM1 | Example or<br>eM2 | Exercise or eM3     | Outcome<br>or eM4 | Archetype<br>or Goal    |
|--------------------|-----------------|-------------------|---------------------|-------------------|-------------------------|
| Alpha              | Fact            | Case study        | Rule sort           | Wise              | Leader or<br>system     |
| Theta              | Vision          | Parable           | Adventure           | Insightful        | Visionary or<br>purpose |
| Delta              | Skill           | "War story"       | Contest             | Excellent         | Coach or<br>protection  |
| Gamma              | Value           | Testimony         | Group<br>Discussion | Important         | Mentor or<br>community  |
| Preferred<br>Media | НТМС            | Flash             | Director            | Flash with<br>LMS | CRM system              |

